

## Message Text

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45

ACTION EB-11

INFO OCT-01 EA-11 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-09 NSAE-00 RSC-01 FAA-00 DOTE-00 L-03 SS-14 PM-09

NSC-10 RSR-01 /079 W

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R 271210 Z MAR 73

FM AMEMBASSY BANGKOK

TO SECSTATE WASHDC 1848

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E. O. 11652: N/ A

TAGS: ETRN

SUBJ: TWA REQUEST FOR CARGO RIGHTS AND THAI INTER  
REQUEST FOR GUAM LANDING RIGHTS

REF: BANGKOK 3404

1. LOCAL TWA REPRESENTATIVE GEORGE KOTT CALLED ON DCM MARCH 24 REGARDING TWA' S APPLICATION FOR CARGO RIGHTS. SAID RTG WILL NOT ANSWER TWA' S REQUEST IN WRITING, BUT BECAUSE APPROVAL HAS NOT BEEN GIVEN, HE HAS CANCELLED CARGO JETS INTENDED FOR SUCH RUNS. HE EXPECTS RTG' S REPLY TO EMBASSY' S MARCH 5 DIPLOMATIC NOTE REGARDING GUAM LANDING RIGHTS FOR THAI INTERNATIONAL WILL INCLUDE REQUEST FOR CONSULTATIONS ON BILATERAL.

2. KOTT WONDERED IF, IN COURSE SUCH CONSULTATIONS, US SIDE MIGHT OBTAIN SOME LEVERAGE BY SUGGESTING FIFTH FREEDOM QUOTA LIMITATIONS BE PLACED ON AIR SIAM PASSENGER TRAFFIC TO US, AS IS REQUIRED ON TWA, PANAM AND OTHER CARRIER FLIGHTS TO THAILAND.

3. KOTT ALSO DISPUTED EARLIER STATEMENT BY THAIS THAT THEY WOULD REQUIRE GUAM LANDING RIGHTS PRIMARILY FOR MAINTENANCE CONSIDERATIONS, NOTING THAT THERE ARE NOT MAINTENANCE FACILITIES FOR DC-8' S AVAILABLE ON GUAM.

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4. KOTT DID NOT PICK UP OUR OFFER OF ASSISTANCE AT THIS TIME, PREFERRING TO WAIT AND SEE CONTENTS RTG REPLY TO OUR NOTE, BUT HE EXPRESSED HOPE CONSULTATIONS ( IF RTG TAKE THIS ROUTE) WILL NOT BE TOO PROTRACTED AND THAT TWA CAN GET CARGO RIGHTS SOON.

5. WOULD APPRECIATE COMMENTS SUGGESTION WITH MARCONI, SINCE ACCORDING LAMBERT, FEASIBILITY THIS ADJUSTMENT IS TIME CONSUMING STUDY AND MUST RPT MUST HAVE BEEN ACCOMPLISHED PRIOR KAMAL ' S EVER HAVING ASKED AMPEX MAKE OFFER.

3. IN ANY EVENT, KAMAL STATED AMPEX WILL HAVE APPROXIMATELY 40 PERCENT CONTRACT ( ABOUT \$400,000) IF EXIM BANK WILLING FINANCE OVER 5 YEARS. LAMBERT TELEPHONED EXIM SAME EVENING AND GIVEN AFFIRMATIVE RESPONSE. NEXT DAY LAMBERT SUBMITTED AMPEX OFFER.

4. WE INFORMED LAMBERT WE WILLING FIGHT FOR MORE OF PIE BUT HE DEMURRED SAYING THAT HE PREFERRED NOT LOSE WHAT LITTLE EQUITY AMPEX HAD WITH KAMAL. LAMBERT' S REASONING WAS THAT WAGING BITTER BATTLE THIS CONTRACT MIGHT RESULT AMPEX NOT BEING GIVEN ANY CONSIDERATION TV STATION PHASE II COLOR PROJECT DESCRIBED BELOW, AND LAMBERT DEPARTED AMMAN INTENDING DEVOTE SELF PREPARING PHASE II OFFER.

5. PHASE II CONSISTS ABOUT \$ 4.5 MILLION PROJECT DESIGNED COMPLETELY CONVERT JORDAN TELEVISION TO COLOR CAPABILITY INCLUDING PRODUCTION FOR LOCAL VIEWERS AS WELL AS FULL SALES. KAMAL AND ABU NUWAR HAVE EVERY INTENTION PROCEEDING WITH THIS PROJECT WITH OR WITHOUT FINANCES. WILL DO SO SOONER IF SOFT LOAN BECOMES AVAILABLE. JORDANIANS " NEGOTIATING" WITH GERMANS ATTEMPTING OBTAIN 30- YEAR SOFT LOAN FINANCE THIS PROJECT. ABU NUWAR STATES IF 20 OR 30- YEAR SOFT LOAN AVAILABLE FROM U. S. SOURCES, HE READY FLY U. S. TOMORROW SIGN CONTRACT WITH U. S. MANUFACTURERS FOR SUPPLY. LAMBERT WILL BE CONTACTING AMPEX COMMERCIAL BANKERS EXPLORE SOFT LOAN POSSIBILITIES, AND COMMERCIAL BANKERS LIKELY BE APPROACHING EXIM OR OTHER USG INSITUATION FOR PARTIAL FINANCING AND/ OR GUARANTEES.

6. COMMENT. ONCE AGAIN UK SUPPLIER HAS BEEN ABLE USE SYMPATHIZERS PARLAY COMMERCIAL CONTRACT THEIR INDUSTRY USING U. S. MONEY. OUR INFORMATION INDICATES, AND LAMBERT ( WHO BRITISH NATIONAL) CONVINCED THAT KAMAL ONE OF THESE SYMPATHIZERS. APPEARS BRITISH HAVE BEEN IN ON COLOR PROJECT FROM ITS INCEPTION, I. E. GL  
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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* LIMITED OFFICIAL USE

## Message Attributes

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**SECSTATE WASHDC**  
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